

VoicePulse, Inc.

PROFIT AND LOSS

January 1 - August 5, 2016

	TOTAL
INCOME	
Returns and Allowances	
Chargebacks	550.21
NJ Sales Tax	-4,812.22
Refunds	-22,033.67
Total Returns and Allowances	-26,295.68
Revenue	-550.21
Carrier Revenue	265,331.17
Services	959,632.88
VPath Income	138.37
Total Revenue	1,224,552.21
Services	6,553.65
Total Income	\$1,204,810.18
COST OF GOODS SOLD	
6801 IaaS Fees	42,609.31
6900 Line Costs	117,086.25
6901 CNAM	27,255.66
6902 DID	5,890.20
6903 Colocation	83,353.51
6904 E911	31,744.02
6905 Internet Bandwidth	30,405.99
6906 Voicemail	3,325.80
6907 Inbound Toll Free	53,937.40
6920 Inbound Trunks	46,476.29
6940 Toll Charges	6,494.44
6941 Domestic	67,979.34
6942 International	19,186.15
Total 6940 Toll Charges	93,659.93
Line Costs - Other	16,476.14
Total 6900 Line Costs	509,611.19
Line Cost Taxes	104,180.85
State & Local	654.59
Total Line Cost Taxes	104,835.44
Total Cost of Goods Sold	\$657,055.94
GROSS PROFIT	\$547,754.24
EXPENSES	
6180 Employee Benefits	643.20
6181 Employee Health	14,162.18
6182 Vision Insurance	489.86
6183 DENTAL-Employee	1,745.40
Total 6180 Employee Benefits	17,040.64
6190 Insurance	6,204.15
6200 Advertising/Promotional	13,582.78
6204 Sales commissions	10,483.00
Total 6200 Advertising/Promotional	24,065.78
6210 Banking Fees	10,784.85

	TOTAL
6212 Authnet Gateway	2,300.20
6215 Merchant Bank Fees	1,330.67
Total 6210 Banking Fees	14,415.72
6230 Customer Service Center	34,114.27
6231 On-Call Expenses	3,265.09
Total 6230 Customer Service Center	37,379.36
6240 Interest Expense	55,622.45
6250 Postage and Delivery	3,487.44
6260 Local Taxes and Fees	47.78
6270 Payroll Expenses	381,295.24
6271 *Salaries and Wages	31,048.72
6277 Payroll Administration	102.95
6278 Payroll taxes	425.38
Total 6270 Payroll Expenses	412,872.29
6290 Professional Fees	124.50
6291 Accounting	1,850.00
6292 Legal Fees	1,269.85
Total 6290 Professional Fees	3,244.35
6300 Rent	36,625.01
6320 Software	1,376.29
6340 Travel & Ent	3,417.32
6343 Meals 100% Deductible	4,016.82
6345 Transportation	1,862.61
6346 Travel	77.48
Total 6340 Travel & Ent	9,374.23
6350 Utilities	
6351 Gas & Electric	4,757.71
Total 6350 Utilities	4,757.71
6365 Legal & Professional Fees	43.95
6370 Research & Development	6,732.53
6550 Office/Administrative	386.43
6551 Office Supplies	11,022.59
6553 Dues & Subscriptions	12,067.38
6554 Janitorial Service	1,358.89
6555 Network Administration	248.70
6556 Telephone/Internet	4,967.66
6557 Coffee, Water & Snacks	144.23
Total 6550 Office/Administrative	30,195.88
9998 Uncategorized Expense	0.00
9999 Other Expense	-0.02
Amortization	4,166.65
Total Expenses	\$667,652.19
NET OPERATING INCOME	\$ -119,897.95
OTHER INCOME	
Interest Earned	0.02
Total Other Income	\$0.02
OTHER EXPENSES	
Depreciation - Book Est.	14,449.55
Penalties & Fines	776.28
NJ Sales Tax Penalties	2,042.86
Total Penalties & Fines	2,819.14
Write off of Escrow balances	56,335.38

	TOTAL
Total Other Expenses	\$73,604.07
NET OTHER INCOME	\$ -73,604.05
NET INCOME	\$ -193,502.00